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# AMERICAN NURSERYMAN

## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LVIII No. 5

SEPTEMBER 1, 1933

Per Copy 15c

### Tentative Nurserymen's Marketing Agreement

*Adopted by the A. A. N. at Chicago, July 1933*

1—**Production Curtailment:** That during the fall of 1933 and Spring of 1934 (combined) 25% less plants be propagated and planted than the average of the yearly planting in the Fall and Spring seasons of the years 1930-1931, 1931-1932 and 1932-1933. Curtailment of propagation and planting for the season 1934-1935 shall be subject to determination in the light of statistics of production and distribution compiled as hereafter provided:

2—**Consignment Selling**—No Nurseryman shall directly or indirectly sell stock on consignment.

3—**Grading Standards**—Grading Standards adopted by the American Association of Nurserymen at the conventions of 1923, 1928, 1930, and 1931 shall be adopted.

4—**Terms of Sale**—Terms of Sale shall conspicuously appear on all published price lists, special quotations, acknowledgments of orders and invoices.

a—Wholesale terms of sale shall not exceed sixty days net, with cash discount of two percent for payment within ten days from date of invoice and shipment, or one percent thirty days. Payment shall be defined as payment by cash or current check.

b—Invoices covering stocks shipped in late Fall or Winter months for Spring use may be dated not later than April 1st.

c—Interest at the rate of six per cent per annum shall be charged on accounts from date of maturity.

d—Retail terms of sale shall not exceed thirty days net.

e—Consumers of any class shall not be quoted wholesale prices. Consumers are those who buy Nursery stock but do not resell.

f—The payment or allowance to any customer of secret rebates, credits, or unearned discounts, whether in the form of money or otherwise, is prohibited.

5—**Competitive Nursery Stock**—The trade shall not handle Nursery stock produced by any tax-supported or tax-exempt institutions or organizations, such as state or municipal departments or parks; or by consumers' Nurseries.

6—**Nursery Trade Statistics**—The convention regarded the frequent and systematic gathering and dissemination of statistical information concerning past transactions with reference to the production, distribution, and marketing of its products as vital to the existence of the Nursery industry. It urgently recommended the establishment of an agency for gathering and publishing such statistics, and further recommended that the signers of any trade agreement filed under the Agricultural Adjustment Act agree to furnish such information to such agency as may be designated.

7—**Credit Information**—Some method of collecting credit information was also considered of vital importance to the Nursery trade and its members were urgently recommended to make use of established credit organizations or establish their own credit agency.

The personnel of the Nurserymen's National Planning Committee is: Clarence Siebenthaler, Chairman, Dayton, Ohio; Donald Wyman, North Abington, Mass.; Henry Chase, Chase, Alabama; Paul Fortmiller, Newark, N. Y., and Paul C. Stark, Louisiana, Missouri.

39 STATE ST.



ROCHESTER, N. Y.

**American Fruits Publishing Co.**

## AMERICAN NURSERYMAN ---- September 1, 1933

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

**Advertising**—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.00 a year; Foreign \$2.50 a year; Canada \$3.50 a year. Single copies of current volume, 15c; of previous volumes, 35c.

L. M. GEMINDER  
General Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

3D State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

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**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Vice-President—Miles Bryant, Princeton, Ill.



# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y., Post Office as second class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. LVIII

ROCHESTER, N. Y., SEPTEMBER 1, 1933

No. 5

## Kansas Nurserymen Pass Important Resolutions

### Object To Establishment by Federal Government of Soil Erosion Control Nursery— Commend Public Works Program Including Road Improvement Plans

**T**HE summer meeting of the Association of Kansas Nurserymen was held September 1 at the Greenwood Country Club, which is located on a little knoll surrounded by broad fields and beautifully wooded hills, three miles southwest of Leavenworth. The weather was ideal and the vegetation was fresh and vigorous from recent rains.

The Nurserymen from throughout the state began arriving by 9:30 o'clock. The meeting was called to order on the broad veranda of the Club House at eleven o'clock by President George A. Chandler. The routine work such as the appointment of committees and election of officers for the ensuing year was disposed of before noon. The following were elected to office for the coming year:

President: E. P. Bernardin, Parsons.  
Vice-President: A. E. Willis, Ottawa.  
Secy.-Treas.: Chas. A. Scott, Topeka.

After enjoying a most delightful luncheon served by the Club Chef the work of the day was taken up when the resolutions committee presented its report, and the following resolutions were adopted.

#### Resolution No. 1

Whereas it has come to the attention of the Association of Kansas Nurserymen that the establishment by the United States Department of Agriculture of an erosion control Nursery at Hays, Kansas, at a cost of \$70,000.00 has been approved by the Public Works Administration, and

Whereas this is using public funds to compete with private business, and

Whereas the commercial Nurseries of Kansas (already designated as agriculturists) are suffering severely from over production and from state, federal and institutional competition as shown by the following figures:

From January 1 to December 31, 1931, 102,856,770 trees were distributed in 40 states by state and federal Nurseries, 50% of which were planted on private land, and

Whereas the materials that any soil erosion Nursery might produce are now available in quantities in the established commercial Nurseries of Kansas or can be produced in quantities by the said Nurseries at a nominal cost and a great saving to the Government without an additional capital investment, and with a wider distribution of labor, and

Whereas the Nurserymen of Kansas have made an honest effort to formulate a code that will enable them to cooperate with the President's program of Industrial Recovery, the establishment of such a soil erosion Nursery will further hinder the Nurserymen's ability to cooperate (See circular No. 1, July 31, 1933, Federal Emergency Administration of Public Works, Rules Prescribed by the President, Section 4, Paragraph 1, and Note 2, Pages 6 and 7) and

Whereas, the Nurserymen of Kansas are endeavoring to reduce the surplus of Nursery stock which now exists and have specifically treated this matter in their proposed code, their efforts will be defeated by

the establishment of said erosion control Nursery, therefore

**Be It Resolved**, that the Association of Kansas Nurserymen in meeting this day assembled, protest the establishment of such a Nursery as being highly experimental, unwarranted, impractical and unfair in competition with established commercial Nurseries of this state.

**Be It Further Resolved**, that we respectfully request the Honorable Secretary of Agriculture to reconsider the proposition of developing such a Nursery at Hays, Kansas and consider the advisability of cooperating with the now existing Commercial Nurseries of Kansas which are in desperate financial straits and as greatly in need of Government Cooperation as are the other agricultural pursuits of the state.

#### Resolution No. 2

Whereas the President has set aside \$400,000,000 in his great Public Works Program and through the Federal Bureau of Roads has plainly directed that these funds shall be spent in the construction of highways and in the appropriate landscaping of parkways or roadsides on a reasonably extensive mileage, etc. (See Sec. 6, Clause b, Statement of Policy, Rules and Regulations—Emergency Highway Construction) and

Whereas more than \$10,000,000 of this fund has already been allotted to the State of Kansas to be spent for these purposes.

**Be It Resolved**, that the Association of Kansas Nurserymen highly commend this program of landscaping and roadside development for the following reasons:

1—Roadside development projects involve a high percentage of hand labor.

2—Enhances the enjoyment and comfort of all who use the roads.

3—Makes rural life more attractive and helps to keep the young folks on the farm.

4—Has a distinct utilitarian value:

(a) Economical methods of snow control.

(b) Helps control erosion in cuts, fills and on exposed hillsides.

(c) Give Kansas more trees that are much needed for moisture and temperature control.

5—Aids in conservation of wild life by providing refuges and nesting places.

6—Beautifies entrances to cities and conceals unsightly areas.

**Be It Further Resolved**, that we recommend to the State Highway Commission, that in such plantings Kansas grown Nursery stock be given preference because of the adaptability, availability and hardiness of such plant materials, and because it has been produced by Kansas labor, and would be a direct aid to this special branch of Kansas Agriculture. (The Federal Control measures of the Nursery Industry of the U. S. are all under the direction of the U. S. Dep't. of Agri.)

**Be It Further Resolved** that in order to properly and adequately promote such a program of landscaping and roadside development, we respectfully recommend that 5% of the aforesaid funds allotted to Kansas be expended for these purposes.

#### Resolution No. 3

Whereas the association of Kansas Nur-

serymen has during the past year lost one of its oldest and most esteemed members in the death of Mr. Theo. E. Griesa of Lawrence,

**Be It Resolved**, that this Association in its regular annual meeting hereby record its appreciation of his services to the Association and the industry and extend its deepest sympathy to the bereaved family.

#### Approve Marketing Agreement

The Tentative Nurseryman's Marketing Agreement adopted by the A. A. N. at Chicago, July 1933 was read and discussed by Mr. Paul Stark as a representative of the National Marketing Agreement Committee.

A motion for its adoption by the Kansas Association prevailed and the same was adopted without a dissenting vote.

The Marketing Agreement of the Central Regional Group as adopted at the Regional Group meeting in Chicago on August 14, 1933 was read and discussed from all angles.

#### Roadside Improvement Council

A plan for the organization of the Kansas Roadside Improvement Council, was presented and fully discussed. A motion was made, seconded and passed favoring such an organization and pledging it the Association's wholehearted support. Mr. J. C. Mohler, secretary of the State Board of Agriculture, was elected President, and Chas. A. Scott, secretary of the Kansas State Horticultural Society, was elected secretary of this newly born organization.

No further business being presented for consideration the meeting was declared adjourned by the chair at 4:30 p. m. This was one of the most pleasant and the most interesting meetings the Kansas Association has ever held and was well attended by representative Nurserymen from all sections of the state.

#### Adjustment Act Aids Co-ops

Chester C. Davis, director of the production division of the Agricultural Adjustment Administration, sees a broader opportunity for farmers' cooperative associations than they have ever had before. He thinks the Agricultural Adjustment Act will probably do the cooperative movement more good than an act directly fostering cooperative marketing would have done.

When the Adjustment Act gets into full operation, it will be possible, for the first time, for cooperatives to promise only what they can do. By taking over jobs that the cooperatives cannot yet perform, and relieving the co-ops of the responsibility for surpluses and prices at this critical time, Mr. Davis holds that the Adjustment Act will be of very real service to the farmers' organizations themselves. It will enable the co-ops to specialize in jobs that they are already well fitted to do.

He emphasizes that the Agricultural Adjustment Act aims to control prices through the control of production, but has nothing to do with the market prices directly. One of the things he thinks may be very important for the co-ops to do in the future is to exercise a moderating influence on speculation by regulating the flow of commodities to market.

# Comment on the Code of Marketing Agreements

## Nurserymen Much Interested—Tell Why They Approve or Disapprove—Suggestions Offered To National Planning Committee—Hours and Wages Discussed

### Nursery Code Suggestions

Editor American Nurseryman:

We have received a copy of the proposed Nursery Code, which we have read carefully. We are greatly surprised at the smallness of the scope and the lack of constructive material designated to rehabilitate the industry and to correct some of the outstanding evils.

**Discounts to Landscape Architects**—Does paragraph 4, section E, eliminate discounts to legitimate Landscape Architects who purchase stock at a discount for their clients (consumers)? If not, why not? If it is intended to be eliminated, why is it not so specifically stated? Now is the ideal time to abolish this malicious practice with government backing. No legitimate reason exists for its continuance which, with its abuses, is rapidly assuming the character of a racket.

**Trade Discounts**—A statement of policy should be made designating those entitled to regular wholesale prices. In the past some growers have allowed varying scales of discounts to the different classes of dealers or buyers. The status of landscape contractors, florists, park departments, cemeteries, sale lot dealers, etc., should be specifically stated.

**Consumers' Nurseries**—Paragraph 5, stating that the trade shall not handle Nursery stock grown by consumers' Nurseries, should also state that they shall not receive wholesale prices or retail lists subject to discount. If we shall not handle their goods, why extend them a discount on our goods?

**Minimum Sale Price**—A minimum sale price should be set, based on some normal year's prices. This price can be determined so as to prevent the dumping of surplus stocks far below production costs. Surplus stocks which can not find sale at the minimum price or which can not be profitably maintained will naturally be destroyed, thus removing from the market the dangerous surpluses which are conducive to cut-throat competition.

(a) **Peddlers**—Peddlers and the dumping of peddler's stocks should come under similar regulations. By peddlers, special reference is made to such Nurseries that engage in the practice of selling from trucks, at prices often less than wholesale.

(b) **Free Planting**—Free planting should be abolished in advertising and practice by all classes of trade. This practice tends to reduce the realized sale price even to a point below a "minimum price." Planting should not be included in the price of stock in published lists.

(c) **Guarantee on Longevity**—The practice of guarantee on the life of Nursery stock should be abolished in advertising and practice. (Large trees excepted).

(d) **Application**—The provisions of this code insofar as they are related to the sale of Nursery stock, shall be applicable to all wholesale and retail outlets duly licensed to sell Nursery stock.

In the interest of fair competition we further suggest that the planning board petition the government to stop the sale to consumers of Nursery stock grown by tax supported or tax exempt Nurseries.

From our interpretation of the Agricultural Adjustment Act, it would seem that the provisions of the act are neither adequate nor specific in regard to the Nursery business.

The paragraphs of the committees proposed code relative to the curtailment of production, consignment selling and secret rebates are indeed good. But, the Nursery business has lived on the rest of the provisions all its life and they offer no solution of some of the greatest evils in the business—the disposition of surplus stocks and fair marketing agreements.

During the last two years the majority of the trade have found that continually cheapening their prices has not moved any increased amount of goods, and the prac-

tice has only chisled down everyone else's prices. The buyers have come to believe that a sale is rarely completed at the list price.

Other trades seem to be finding some form of relief through marketing agreements, stabilized production and labor costs, done under government sanction. Unless we get our business established on a similar basis, we will continue in the same nearly bankrupt and haphazard manner, and perpetuate the same evils.

We can not deduce from the Agricultural Adjustment Act whether adequate marketing can be made under the act. If not, we believe the trade would be wise to petition the government to operate under the NIRA. In spite of the handicaps that it presents, it would be possible through its more definite applicability to establish benefits that are greatly needed.

In the short time that remains, every effort should be made to include in the code sufficient constructive provisions to establish the Nursery industry on a sound basis.

WESTCROFT GARDENS  
Grosse Ile, Mich. Ernest Stanton

### Billing Date and Interest Rate

Editor American Nurseryman:

The paragraph 4-b nullifies much of the good which the code could accomplish, for one of the biggest curses of the Nursery business is the practice of spring bills falling due June 1st, and that is what April 1st dating means.

The burden of expense is all on the grower on the June 1st payment date. The seller assumes none of it whatever, for he gets the stock and has time to sell and collect before his bill comes due.

Ask Dun & Bradstreet's Credit Department, or any other credit expert, and he will tell you that this is one of the greatest of our weaknesses. Tighter credits will automatically decrease output to a point where it can be marketed profitably.

Now that we have a chance to correct the loosest feature of our business practice, let us not overlook the opportunity of so doing.

Interest rates vary the country over. Here in the West our bank rate is 8%. If we sell to a man who does not pay promptly and we charge him only 6% interest, we are losing 2% on the transaction.

I would recommend that this paragraph (4-c) be changed to read: "The interest rate to be charged on overdue accounts shall be specified on the invoice and shall not exceed current bank rates in the locality from which stock is shipped."

WASHINGTON NURSERIES  
Toppenish, Wash.

### Some Parts Hard To Enforce

Editor American Nurseryman:

Our reaction to the Code is favorable in general although there are certain parts about it that will be difficult if not impossible to enforce.

The average small Nurseryman keeps no record of the amount of Nursery stock that he plants. The matter of budding probably would be easily regulated but seedling stock would be a different proposition. However, on the whole, a twenty-five percent curtailment this fall and spring and a proportionate curtailment as deemed necessary in following years would to my mind be all right until such a time as the consumers can absorb the production. There will, no doubt, be a point in the not far future when such curtailment would be unnecessary and there should be a division of statistics that keeps in close touch with the markets so that Nurserymen will not lose money by not having stock when the demand is there.

Consignment selling, of course, is a thing that all Nurserymen will agree as a trade practice to be abolished.

Horticultural standards are essential to the well being of the trade and those adopted by the American Association of Nursery-

men are as good as any and if all abide by them, it will be an excellent thing.

Concerning terms of sale, I believe that they should be flexible depending on the location of the Nursery. For example, April 1st dating on wholesale purchases would be a hardship to a Nurseryman of the North and probably just right for those farther South. May 1st would be better and June 1st the usual dating of the past is more equitable.

I am wondering how Section 5 will set with the Government. A good many states are raising Nursery stock for resale direct to the consumer which is even worse than a Nurseryman who purchases such stock from a state or federal government and then resells it. Nurserymen competing with tax-exempt Nurseries are at a distinct disadvantage and I believe that that phase of the Code should be stressed to the extent that they should be no state or federal Nurseries that resell to consumers.

Credit information, of course, is desirable but this can be obtained from the regular channels.

THE HOUSE OF GURNEY, Inc.  
John P. DePachter,  
Yankton, S. Dak. Mgr. Nursery Dept.

### Discusses Hours and Wages

Editor American Nurseryman:

With reference to the Nursery Trade's code, we are glad to give you our idea as to the proper wage scale for our locality and the number of hours to suit this particular business.

We all know that it is extremely difficult to obtain skilled Nurserymen and particularly so during the fall and spring shipping season and budding and grafting time. Skilled Nurserymen must be employed the year around, whether we are busy or not, to have them during those busy seasons when the limit of their services is required to get the work done at those particular times. There are certain days, weeks and months in the year when such work must be done, for if it is not done at such a time, there will be no other time to do it. Weather conditions rule every operation in the Nursery business and our business is exactly like the farmer's, we must harvest when it is time and then the faster the better. Therefore, it will be difficult and a hardship to the Nurseryman to be tied down to certain hours, especially during the seasons when our skilled labor plays an important part in our operations.

For wage scale, we think that 30 cents per hour for unskilled labor and 40 cents per hour for skilled labor as a minimum is the right scale for this locality.

A maximum of 48 hours per week in the winter and during the growing season should be the right schedule for the Nursery business. Nurseries usually being located out in the country, often without transportation facilities it would be impossible to divide employment into shifts, such as is possible in factories, for instance. In our case, our trucks leave the city in the morning and pick up our men the same as busses would do, and return them at night. Further, plant material being dependent on constant care and various conditions, the daily work could not be shifted from one to another without serious injury to the crops in many ways.

There are only six weeks in the spring and six weeks in the fall to transact business in the Nursery trade, when many hours are required to fill orders and get our work done and it would be impossible to hire enough outside help to get the work done properly within the 8-hour limit. Therefore it is essential that during these twelve weeks, Nurserymen are allowed an unlimited number of hours to operate.

Many Nurserymen will require at least four weeks of unlimited time during the budding time in the summer.

Further, Nurserymen often employ stu-



dents during the summer. They are boys who follow a course in agriculture, horticulture or landscape gardening. They work for little pay and sometimes pay a tuition to learn the business, such as budding, grafting, trimming and such work as will help them and which is very essential in their future profession. They do very little actual work, but the work they do pays for the instruction they receive. Such boys should be allowed to be employed under private suitable conditions, depending entirely on the ability of the boy in question and the time involved for the employer to give instructions. If such provision was not made, there will be very little opportunity for Nurserymen to bring young blood into their business and the skilled Nurseryman would gradually die off.

This is our point of view on the matter and we hope that they will be of value in connection with others you will no doubt receive.

WELLER NURSERIES CO., Inc.  
P. Weller, Secy. and Gen. Mgr.  
Holland, Mich.

### Good As Far As It Goes

Editor American Nurseryman:

So far as it goes, we can indorse the Nurserymen's code. In our opinion, however, it is innocuous insofar as doing any good in the direction where control is most needed. We refer to the lack of any uniform price either retail or wholesale in the business.

For example, strawberries may be purchased at retail at prices varying from \$2.50 to \$10.00 per M. And other material at the same rate.

Obviously the former price is much too low; and the entire industry at least in our section, and no doubt we are representative, is disorganized and on the verge of wholesale bankruptcy.

To be effective, in our opinion, the code should provide for a minimum price schedule based on costs and allowing a fair profit. No intelligent Nurseryman could refuse to abide by such a ruling and the nitwits in the profession should be forced to fall in line.

THE SCOTCH GROVE NURSERY  
Scotch Grove, Ia.

### Suggests a Nursery Code

Editor American Nurseryman:

Nurserymen's code received and I am enclosing my suggestions.

1—The wholesale Nurserymen and the retail Nurserymen should at all times work together; they must be honest with each other. If the wholesale Nurseryman sells to one retail Nurseryman at one price, he should sell to all retail Nurserymen at that price; no lower nor higher.

No wholesale Nurseryman should charge retail Nurserymen two dollars for a plant and turn around and sell the same thing to the chain store at one dollar. No wholesale Nurserymen should sell to chain stores or fly-by-night-gyps or crooks at a low price; in fact they should not sell to them at all.

If the wholesale Nurserymen have a surplus of a certain variety of stock or are in need of ready cash, they should get in touch with the retail Nurserymen first and give them a price on the stock. Nursery stock of all kinds should be kept in the Nursery business, not in chain stores or sold from house to house from trucks.

If the wholesale Nurserymen will do this and work with the retail Nurserymen on these lines, it will work to the best advantage for those of us who want to make a success of the Nursery business.

2—Every person or persons who sell Nursery stock, whether evergreens, rock plants, perennials, shrubs, trees of all kinds or any other plants, outside of the Nurseryman, should pay a fee of not less than two hundred dollars each year. A heavy fine of not less than two hundred dollars or one year in jail would not be too hard for those who work at this business for only two or three months a year, which does the retail Nurserymen out of many hundreds of dollars each year.

The retail Nurserymen pay taxes, have to pay for help, and are working hard to have the best plants to be had. They work

to fifteen hours a day and they should be protected.

3—Any wholesale Nurserymen who sell to outside buyers should also be fined as heavy as the buyers.

4—No man or men should be allowed to go into one state with a truck load of plants and sell it in that state unless he or they have paid their fee of two hundred dollars. This does not mean the wholesale Nurserymen who sell loads direct to a retail Nurserymen in other states, and they are not selling direct from truck but on orders given.

5—All money paid in fines or collected should go into a fund of the Nurserymen's association of each state, to be used in fighting these fly-by-night-sellers. We may not collect much money but it would help cure some of the crooks who are going around the country giving plants away and really hurting the wholesale and retail Nurserymen.

I believe in a code that will put the Nurserymen on the highest basis in this country, where they will have the respect of the public.

Charles H. Euler

Morris Plains, N. J.

### Salvation of the Trade

Editor American Nurseryman:

It is needless to say that I am in hearty accord with the entire Trade Agreement as passed at the Convention; which seems to us as the accomplishment of a "long dreamed of hope" of a cooperative spirit among the Nurserymen.

I suggested to the President of the Southwestern Nurserymen's Association that we go home and organize each region into an association; and I am pleased to say that already many of these have been organized and adopted the code of the American Association in its entirety, and many additional differences have been worked out.

We think it is a good thing, and the salvation of the Nursery Industry; and we expect to take every chance of enlarging its scope in the Southwest.

GRIFFING NURSERIES,  
W. C. Griffing

Beaumont, Tex.

### Votes "No" To Most Provisions

Editor American Nurseryman:

I may be a pessimist, and I may have a one-track mind, but I wish that somebody could show me where any Nurseryman will get any relief or be benefited one bit by the tentative code as adopted in Chicago, with the exception of a few paragraphs which are already in effect.

In my opinion, it would be impossible for the U. S. Government itself to enforce Paragraph No. 1, which pertains to production curtailment. I do not believe there is a Nurseryman in the United States who knows how much stock his closest neighbor has planted over a period of the last three years, and many of us do not even know ourselves. Should every Nurseryman voluntarily abide by this paragraph as nearly as he knows how, what is to prevent a man who has been planting a million common privet cuttings a year, or common flowering shrubs, from cutting them out entirely and planting 75% as many high-priced evergreens or fruit trees, or whatever he sees fit? If we grew only three or four products like cotton, corn, wheat, and tobacco, it would be an easy task to curtail production in line with the anticipated demand. But we grow literally thousands of varieties of Nursery stock. It is humanly impossible to anticipate from two to five years in advance what varieties and classes of our stock are going to be in demand. If you look at it from many other angles unexplained here, you would think it a failure.

As to trade statistics, I suggested this very thing to a leading Nurseryman a month before our Chicago meeting and he took the attitude that if such information were gathered and made available to Nurserymen as a whole, every item that was short this year would be over-produced in the next few years. I think his judgment was sound and I was wrong.

The terms of sale as set forth in this agreement are much worse than the ones we have at present. We all know that they are certainly bad enough.

Since the Chicago meeting, our friend, Henry Chase has attempted to gather information regarding the cost price on Nursery stock, and he has found that some Nurserymen actually grow stock at 75% less cost than another Nurseryman in an adjoining state, and the same conditions exist even within the same state. When you consider that some Nurserymen are paying wages of from 50c to 60c for a working day from daylight until dark, and other Nurserymen are paying an average of from 25c to 35c per hour, and that 75% of the cost of growing Nursery stock is in labor, you can readily see where the difference is in cost prices. Until this condition is remedied, we can never get rid of unjust competition because one concern will sell stock at one-half of another concern's cost price, yet make 100% profit.

I vote "No" to the majority of the tentative code as adopted in Chicago.

WASHINGTON HEIGHTS NURSERIES  
Knoxville, Tenn. Lee McClain

### Questions Various Provisions

Editor American Nurseryman:

Regarding the Marketing Agreement Code adopted by the A. A. N. at Chicago, July 20, as to:

Production Curtailment—This might be beneficial if adhered to.

Consignment Selling—Don't see why there should be a law prohibiting same.

Horticultural Standards—Why not have the right to grade as we want to?

Terms of Sale—We should have the right to make terms to customers.

Competitive Nursery Stock—We agree that it should be a law.

Trade Statistics and Credit Information—We think this is unnecessary, as we have too many laws now regarding the sale and reports to be made on the growing and sale of Nursery stock.

AMERICAN FORESTRY COMPANY  
Pembine, Wis.

### Should Not Sell Stores

Editor American Nurseryman:

I can see nothing unfair about the tentative code of Marketing Agreements. Article 2 is all right but it is not strong enough. This refers to consigning stock to the large stores in cities, etc. There is nothing to prevent selling them stock at a very low price. If it can be done, it should read "selling or consigning stock to these stores." These stores have almost ruined my evergreen trade.

Also there are no prices mentioned, as I can see.

I may not understand fully Article 6, but am not altogether fond of it. Such an agency might cause too great an expense on its members (overhead). What other expense will there be connected with the Agreement?

BETHEL NURSERY  
Bethel, Ohio

### Saving of Entire Industry

It seems to me that a proper trade agreement for the Nurserymen is going to mean the saving of the Nursery industry. I don't know of any industry which is more demoralized than ours, and unless something constructive is done mighty soon the bankruptcy courts are going to be mighty busy with straightening out Nurserymen's affairs.

The most important feature, which will be the most difficult to get into a code, is a base price. I cannot see how any Nurserymen's code without a base price is going to do any of us any good, because there will still be the cut-throat selling as before. As I see it, unless every Nurseryman gets back of this thing and really cooperates, puts aside all personal affairs and looks at the matter from a broad angle, we are still going to remain in the same old rut and eventually go down and then out.

This is the finest time in the history of the Nursery industry for the real legitimate firms to get together and do something constructive. If this is done, and the trade agreement is accepted by the Government, it will simply force the unscrupulous, crooked operator to come into the fold and be honest, and the Lord knows it is necessary to make

(Continued on page 63)

# AMERICAN NURSERYMAN

American Nursery Trade Bulletin



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL  
PACIFIC COAST ASSOCIATION OF NURSERYMEN  
Largest District Organization in the Trade  
ILLINOIS STATE NURSERYMEN'S ASSOCIATION  
Leading State Nursery Trade Organization

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Forms close on 10th of month for mid-month issue and on 25th of previous month for first-of-month issue.

ROCHESTER, N. Y., SEPTEMBER 1, 1933

### Ralph Thrall Olcott

Founder of American Nursery Trade Journalism

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of the late Ralph T. Olcott, who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson

### A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine

### Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

## The Mirror of the Trade

### Value of Trade Association Membership Under NRA

There have been numerous Nursery trade meetings in all parts of the country within the last month and a half, all of them called for the purpose of discussing and approving of a Code of Marketing Agreements for the Nursery industry. We believe, without exception, that every one of these meetings have been called by the officials of some Nursery trade organization, though invitations to attend such meetings have been sent to Nurserymen in the different sections regardless of whether they were members of the organization or not.

At these meetings, an invitation to non-members to join the organization quite often resulted in the addition of several new members. This is an encouraging item of interest, but even more Nurserymen should be joining trade association ranks.

So many unaffiliated Nurserymen are asking—"Do I need to join a Trade Association?" that we believe it pertinent to recall to mind Gen. Johnson's reference to trade associations contained in his first speech explaining the Recovery Act (delivered over the radio, June 26). Gen. Johnson said:

"Wages, prices and production—these are three causes of good or bad times and if we could keep all three in line we wouldn't have so much trouble. What have we done to keep them in line? We have done precious little.

"What employers of the country want to know is how they can go about joining what the President called a great national team for victory over this depression. Well, the team is pretty well organized in this country already. Nearly every principal employer belongs to what is called a trade association. These associations were mostly formed long ago for what mutual help the members could get by agreements within the law.

"They were not very strong under the old law but the new one makes them highly important. They are almost a part of government and they can do and agree to many more things than they could ever before. First and foremost among those things is a contract to divide up the existing work in such a way as to put hundreds of thousands of new names on the payroll and then raise the wage scale high enough to give all workers a living wage for the shorter shift."

Replying to the question: "Do I have to join a trade association?" Gen. Johnson said:

"Nobody has to do anything—except that, under the terms of this act—and the policy of its execution, everybody is expected to conform to this great common effort. Any person who stands apart from it is likely to be uncomfortable in the eyes of his neighbors and even under the law. It is easier to cooperate in groups than singly—the larger and better organized the groups, the easier it is. Trade associations are going to have a new meaning under this law and it is better all around to get into them.

"Question No. 2—'Some of us don't agree with majority opinion in our particular trade association; should we start a new one?'"

"At the hearings, when any association's agreement is presented, minority opinion in any association will have a right to be represented and heard and no agreement tending to monopoly or oppression of small industries or minorities will be approved. So there is no necessity to form a new association. If you do, however, it will be called in when the old one is heard and the result will be the same as if you stayed in and put

forward your minority position at the hearing."

All this would seem to indicate the desirability of association membership. In fact, membership in a trade organization is viewed with so much favor by NRA authorities, that all Nursery trade associations will undoubtedly continue to add new members and assume new life. During the past thirty days in addition to new members reported by the existing trade organizations, four new associations were formed:

Maryland Association of Nurserymen  
North Texas Nurserymen's Association  
Southwest Texas Nurserymen's Association

Nursery and Landscape Men's Association of Greater St. Louis.

If you are not now a member of a trade organization, look over the list thereof on the outside back cover of this issue) and write the secretary of your state or regional association for particulars.

### RELATIVE TO CODES

The following paragraphs taken from an article by C. B. Larrabee in the August 24 issue of *Printers' Ink* are of special interest at this time, since the subject of provisions on hours and wages and prices in the Nursery Code has caused so much comment throughout the Nursery Trade.

Mr. Larrabee says:

"What is likely to happen to many codes was indicated by the action taken on the wholesale drug code. Although the wholesalers submitted a complete code, discussing in detail trade practices, quality and prices, the only clauses accepted by the Administration were those concerning hours and wages. Thus a lengthy document was trimmed down to a few paragraphs and discussion of the other phases of the code will have to come later."

Mr. Larrabee also says:

"That the Administration is gradually getting into price-fixing and minimum prices is indicated by its action on several codes. Last week General Johnson told a meeting of newspaper men that he could conceive of cases where a minimum price, below which a product could not be sold, might be necessary. At the same time he said he was not ready to consider price-fixing yet, saying that, 'price-fixing without production control would be an inconceivable monstrosity.'"

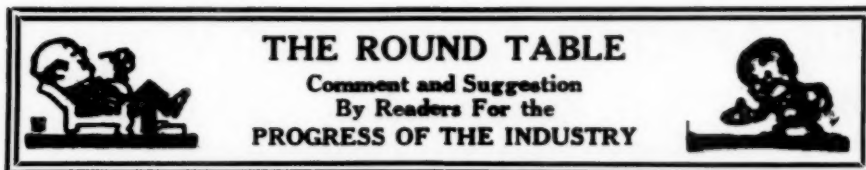
### Dutch Elm Disease in New York

Trees infected with the Dutch elm disease have been found in New York; five on Staten Island, one in Brooklyn, and one at Lynbrook, Long Island. These discoveries, says Dr. C. E. F. Guterman, N. Y. Agri. Expt. Station, emphasizes the necessity of drastic measures to cope with this threat to the future of the American elms. The disease is prevalent in New Jersey.

It is of utmost importance that the limits and severity of the epidemic in New York State be determined at the earliest possible moment, he says. Areas in lower New York are being scouted for evidences of the disease. With limited funds and workers available, however, the work can by no means be completed before the elms lose their leaves naturally this fall. City foresters, park superintendents, shade tree commissions, county agricultural agents, garden clubs, and private home owners are asked to cooperate in finding evidences of the disease. If this cooperation is not obtained, he says, widespread destruction of elms may occur as in many European countries.

Elms which show yellowing, wilting, and browning of the leaves at this time of the year may be suspected of having the Dutch





## Nigrette, The "Black Rose of Sangerhausen"

Editor American Nurseryman:

Upon my return from Europe this week I find reference in the trade press to the "Black Rose of Sangerhausen," and in the light of my own experience during the past summer in which I have seen a fairly good supply of this new noteworthy variety, the attempt made to belittle its importance by passing it off as a joke might be considered amusing if it were not misleading.

Also on my desk, saved for my attention, I find a copy of the following Associated Press notice dated from Sangerhausen, Germany, July 3, under the heading "Produce Black Rose":

Sangerhausen, Germany, July 3 (A. P.) The Sangerhausen Rosarium claims to have produced a perfect black rose after years of experimenting.

The Rosarium, said to be the largest in the world, has an exhibition of 400,000 roses of 900 varieties.

I did not myself get into Germany until a week after the appearance of this notice in the American papers. Having visited the world famous Rose Garden of Sangerhausen, which I believe contains the largest number of varieties of any rose garden in the world as well as the largest number of rose plants, and also having been for the past dozen years or more on terms of personal acquaintance with the officers and directors of The German Rose Society (Vereins Deutscher Rosenfreunde), I can vouch for the sincerity and reliability of these leading rose men of Germany when they pronounce an award in favor of a rose as they did in favor of the rose which has been announced to the world as the "Black Rose of Sangerhausen." The annual contest of new roses was held at Sangerhausen this year July 1st and 2nd and the Associated Press notices are dated July 3rd. The news, having been deemed of sufficient importance by the Associated Press, was included in their dispatches to America.

That my own firm is interested in an accurate report of this new "Black Rose" reaching the eyes of the American public may be inferred from the fact that we have the exclusive rights for the introduction of this rose in America. We have had the plants on trial in our own Nursery here since April 22, 1932, and naturally I was particularly interested in my recent trip abroad to inspect the rose, a considerable

quantity of which was growing in the Nursery of the originator, Max Krause.

It is difficult to accurately describe a rose which most people upon seeing just naturally call black. It has been more than a third of a century since one of my Nursery friends returning from Russia reported what was there known as the "Black Rose of Russia," which, as a matter of fact, was no other than the Prince Camille de Rohan.

The experience of my firm in introducing into America the dark red rose Ami Quinard persuaded me of the interest on the part of the American people when the hybridizer is successful in reaching new altitudes or new depths of color. For example, the eminent landscape architect, Beatrix Farrand, said to me after seeing the then new rose Ami Quinard in bloom, "Mr. Pyle, it is worth driving a hundred miles just to see that rose." Well, I am happy to report that from the standpoint of depth of coloring, the "Black Rose of Sangerhausen" may be characterized as several shades deeper than Ami Quinard and fuller as to petalage. The introducers wrote to us last autumn regarding this rose, "Here it has flowered all summer. The blooms are almost black at times. It was christened at the Rose Show at Rellingen 'Nigrette'."

Our own notes made on the roses here on trial reflect first, wonderful fragrance, and later thus: "3½ inch petals; black buds; fine form; strong plant with plenty of foliage."

I enjoyed the sight of this rose growing in Germany as an extraordinary thrill. The weather had been extremely wet followed by hot sunshine, in spite of which the petals had not burned, the excellent color had been retained and the general impression gained was the deepest, darkest color in a rose of the Hybrid Tea type which I had ever seen. That, coupled with a plant that produces blooms all summer, promises an acquisition that the American public will welcome.

As is our regular custom with all new roses from abroad we shall subject "Nigrette" to thorough tests in our Nursery here before introducing it to the American public, meanwhile placing with American Rose Society application for registration.

Robert Pyle, President

THE CONARD-PYLE COMPANY

West Grove, Pa.

July 22, 1933

### Rhode Island Approves

A meeting of the Rhode Island Nurserymen's Association was held in Providence on August 16 and it was voted that this association approve of the Tentative Code of Marketing Agreements.

Mr. Charles W. Morey, Woonsocket, was elected the Rhode Island delegate to the Eastern Regional Executive Committee.

### A New Use for Rototiller

Experiments are about to be started for the eradication of various soil pests by the injection of suitable chemicals through the motor exhaust, leading this under the hood of the tiller. By this means every particle of the dirt thrown up by the Rototiller comes in contact with the chemicals injected under the bonnet by the exhaust of the motor.

Some experts are quite enthusiastic about the possibilities that this presents and it is thought that this method of treating the soil may go a long way towards the eradication of some of the worst known pests in agriculture.

Rototiller does not wish to make any prophecies along these lines, but merely wishes to let its dealers know of the work that is being carried on along these lines, and will in due course let the dealers know of the results.

Recently in some tests being made for the eradication and control of the Japanese Beetle, the Rototiller took second place in a

### Quarantine Conference Called

Called to "reexamine the underlying principles involved in the interpretation and enforcement" of the Nursery Stock, Plant, and Seed Quarantine No. 37, a public conference will be held at 10 a. m. October 25 by the Bureau of Plant Quarantine, U. S. Department of Agriculture. In announcing the conference, Lee A. Strong, Chief of the Bureau, referred to his statement issued at the time of the A. A. N. convention in which he reviewed the legislative and administrative history of this quarantine, and indicated that the Department now is ready to give serious consideration to modification and liberalization of this regulation. The conference will meet in the Auditorium of the Interior Department Building in Washington.

In his statement at that time Mr. Strong said: "After a careful and extended study of this whole problem, I find myself seriously questioning the need for, and the justice of the procedure we are following. Inspection methods have been greatly improved and our scientific knowledge of foreign pests and diseases has increased. I feel that greater confidence can be placed in the efficacy of inspection of plant material at the time of arrival." In the formal announcement of the conference Mr. Strong threw open the door for discussion of all questions pertaining to this quarantine and mentioned specific subjects for consideration.

Under the present regulations the bureau is exercising its authority to prohibit entry of plants under permit, has given consideration to the availability of supplies of plants already in the country. The conference will consider whether or not the bureau should continue to exclude certain varieties of plants on the ground that an adequate supply exists.

There have been limitations on the number of plants which might be admitted. The conference will consider whether specific limits should be maintained or whether there should be merely a general limitation which would depend on the facilities for adequate inspection of imported plant material.

Quarantine 37, as the bureau has been administering it, has made distinctions between various classes of importers. Scientific and educational institutions, for example, could obtain permits for importations under suitable safeguards of plants they desired, and commercial propagators of plants could import specified quantities of certain plants for propagation and for sale after propagation. The individual private gardener found it virtually impossible to import plants. The conference will consider whether or not the bureau shall continue to consider these horticultural qualifications in issuing permits.

The regulations have provided that importers must not market certain kinds of plants for two or more years after they have been introduced. The object of this has been to allow time for development of plant or insect pests while the stock is maintained under frequent inspection. The conference will consider whether this is now essential.

The conference will also consider the advisability of providing inspection facilities at New York and other ports of entry with a corresponding reduction in the centralized import inspection service now maintained at Washington.

Individuals and organizations interested in the administration of Quarantine 37 are invited to participate in the conference either in person or by attorney.

long list of machines used for this purpose. The machine which took first place was a specially-built 20 H. P. machine to be used for this particular purpose and applied the rotary principle. It was limited in its use largely to this particular purpose and would be inadequate in most all of the satisfactory uses which the Rototiller offers, so that the showing which the standard K5 Model Rototiller made in this field was quite remarkable.

From "Rototiller News"  
Long Island City, N. Y.

When writing advertisers, say you saw it in the American Nurseryman.

elm disease. Small twigs taken from infected trees, if cut crosswise, will show brown dots or sometimes a complete brown ring in the outer sapwood. If a slanting cut is made, brown streaks will be observed running through the wood.

It should be pointed out that at least two other less serious diseases, with similar symptoms, attack elms. Positive identification of Dutch elm disease can not be made except by culturing the fungus present in the sapwood. It is necessary, therefore, that specimens be subjected to culture and diagnosis before it can be stated, for certain, that any suspected tree is actually infected with the disease.

The state college of agriculture at Ithaca appeals to public spirited citizens to report the presence of any suspicious elms in New York State to the department of plant pathology, New York State College of Agriculture, Ithaca, New York, or to the Dutch Elm Disease Laboratory at East Orange, New Jersey. Specimens of twigs about the size of a lead pencil should be included with the report. The exact location of the tree from which the specimens were taken should also be given so that the tree can again be located if necessary.

Dr. R. Kent Beattie of the United States department of agriculture is in charge of the federal campaign against this disease. He is assisted by Dr. Curtis May, of the Dutch Elm Disease Laboratory at Wooster, Ohio.

# Ohio Nurserymen Approve Hours and Wages

Indorse Tentative Code Adopted by A. A. N., Recommending Specific Changes and Additions—Enroll Many New Members at Lively Summer Meeting

OHIO Nurserymen lined up behind the national recovery banner in a decisive Ohio Nurserymen's Association held at Indian Lake on August 18 and featured by the largest attendance in the history of the association, with more than 100 Nurserymen present.

The outstanding results of the meeting that came after hours of discussion and debate, were as follows:

The tentative code of the American Association of Nurserymen was adopted.

A number of specific changes and amplifications in this tentative national code were adopted to be recommended to the Nurserymen's National Planning Committee. This included endorsement of a number of the sections of the Eastern Region's code.

Definite action was taken regarding hours of work and minimum wages for Nursery labor by enactment of the following resolution:

"We recommend to the National Planning Commission that if such is necessary, we adopt a 45 hour-a-week average over a 52 weeks' period, with 30 cents an hour minimum wage for Nursery labor."

More than 40 new members were added to the association and a further campaign to secure more new members is to be undertaken at once.

The session really began on the afternoon of August 17, when a meeting of the executive committee was called. This was held on the hotel porch. As other Nurserymen arrived a day early to enjoy a longer stay at the lake resort, they joined the executive committee session until this assumed the proportions of an informal association meeting. This group discussed the code all afternoon and arrived at a number of agreements. A committee of three was appointed to arrange these in coherent form to present to the association the next day for a basis of discussion.

At the evening session of the executive committee, the question of whether any action should be taken on including hours of labor and minimum wages for Nursery labor in the proposed code was discussed for nearly three hours. At the conclusion, the majority voted to recommend that if these matters should have to be included in the code, that there should be an average of 45 hours a week for a period of 52 weeks, with a minimum wage of 30 cents an hour.

At the opening of the association meeting the next morning, President Thomas B. Medlyn called upon Wilber G. Siebenthaler of Dayton, who had served as a member of the Eastern Nursery Group in drafting the Eastern code, to explain the whole proposition of the code. Mr. Siebenthaler did so and read the national tentative code adopted by the American Association of Nurserymen. Following the reading, this national tentative code was adopted without much discussion.

H. S. Chard of Painesville, as chairman of the special committee appointed the day before, reported on the changes and addition to the national tentative code that had been agreed upon. Following the explanation and discussion of these changes, it was voted to recommend these to the national planning committee for incorporation into the permanent code when such is made up.

These changes inserted the words "at least" before the provision that 25% less plants to be propagated. In the section forbidding sale of Nursery stock on consignment directly or indirectly, the further provision was added: "Leased department or departments of stores and guaranteed sales shall be considered as indirect consignment sales."

In the section providing for adoption of the A. A. N. grading standards, the provision was included that: "These standards or grades must be specifically indicated in all advertisements of Nursery stock."

Where the tentative code states that in-

terest at the rate of six percent per annum shall be charged on accounts from date of maturity, the Ohio recommendation is to change this to read "paid."

The section regarding quoting of wholesale prices to consumers is recommended to be changed to read: "Consumers of any class shall not be quoted or sold at wholesale printed prices or less. Any collective buying by any group of consumers at special discount is not approved." (The black-face type represents the new additions).

This latter provision was aimed especially at collective buying by organizations such as garden clubs. The sentiment of the Nurserymen seemed to be decidedly against such a method of selling at a discount.

Provisions of the Eastern code that were endorsed were those relating to classification of purchasers as growers, jobbers and consumers and those dealing with free goods, auction sales, piracy of designs and prohibition of handling Nursery stocks produced by various public institutions and private places. The section prohibiting absorption of freight was not endorsed though a formal action was taken on it.

The afternoon session was devoted entirely to a discussion of whether or not the association should go on record with any recommendation regarding hours of labor and minimum wage for Nursery labor. The debate was over the question of whether or not such a recommendation was necessary or desirable, rather than over the details as to just what the terms to be fixed should be.

J. J. Grullemans, of Mentor, led a vigorous fight for inclusion of such provisions in any code that the Nursery industry might submit to the authorities at Washington. "The code as drawn up," he declared, "has taken care of us as employers. But another factor is labor. We have not taken care of that. During the past year or two the Nursery industry has taken advantage of the position labor has been put in. The whole idea behind any code is a square deal for both employer and labor."

Mr. Grullemans further stated that while the wholesale grower can produce his goods at low cost with cheap labor, the retail Nurseryman, located near cities, must compete with city industry for his labor and has to pay a higher price, so is at a disadvantage. He also declared that while Nursery labor has been classed as agricultural, that very part of the Nurseryman's farming is a part of Nursery operations and is to that extent industrial.

He made an appeal for the association as going on record in favor of an average 45-hour week for the year and a minimum of 30 cents an hour. This rate he said would give a laborer an average of \$51 a month to take home to his family, surely little enough.

Mr. Grullemans also advocated that Nurserymen cut down production, plow up part of their stock, take better care of what they could handle well and maintain high standards.

Steven Allen of Geneva and T. B. West of

Perry advanced the opposite viewpoint that since Nursery labor had been classified as agricultural, that it should be allowed to remain as such and that Nurserymen were treading on dangerous ground in making any tentative recommendations regarding wages and labor that might lead to classification as an industry. Mr. West stated that he believed Nursery labor was well treated and well satisfied.

At this point, Clarence O. Siebenthaler, chairman of the National Planning Committee of the American Association of Nurserymen, was called on to outline the whole subject of the proposed Nursery code as viewed by his committee and clarify the matter as to whether the code would include provisions for regulation of hours and wages.

Mr. Siebenthaler stated that he had received a letter from the administration authorities at Washington advising him that the Nurserymen should be prepared to submit a schedule of wages and hours with their code but that just a few minutes later he had received a wire saying to disregard the letter since an informal opinion by a representative of the Industrial Recovery Act was that Nursery labor will be classified as agricultural labor and need not be regulated.

He went on to state that there would be a code, that it would be put into effect and that all Nurserymen would have to abide by it, whether they agreed or not. Meanwhile, he stated, all Nurserymen should sign the blanket code and apply its provisions to office help and non-field labor.

Herman Brumme, of Cincinnati, advocated that the Nurserymen be prepared to include hours and wages in their code and at the end of a discussion, he moved that the association declare itself in favor of a 45-hour weekly average over the year and minimum of 30 cents an hour wage, should such action be necessary. This motion was adopted by a vote of about three to one.

A summary of the two-hour debate that preceded the passage of this resolution could be summed up by saying that the Nurserymen as a whole are quite pleased that Nursery labor is classified as agricultural, that they would like to pay their labor better wages but that it would be a hardship and in some cases almost impossible for them to do so under present business conditions. The feeling was that Nurserymen had better be ready to submit a code including wages and hour provision in case the national authorities should reverse their decision and ask for it.

The final action of the meeting was the election of two Ohio members on the executive committee of 19 to be set up for the Eastern States division. The two elected were H. S. Chard of Painesville and Wilber G. Siebenthaler of Dayton.

Because of the importance of the meeting, every Nursery in the state receiving inspection from the state department of agriculture, a total of about 1600, was invited to be present and take part. They were also invited to join the Association. As a result

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We will send full size working samples that will prove in your own shipping room that **SAXOLIN** is superior to any other wrapper for retaining dirt and moisture around the roots and delivering a clean, attractive package.

**SAXOLIN** is two sheets of kraft paper cemented with asphalt filler and crinkled to stretch and conform to shape of bundle.

It's waterproof—tough and easy to handle.

If you are using any special size material for wrapping tell us the size and we will send samples. Try **SAXOLIN** now and be ready for your next shipping season.

## CHASE BAG Co.

Specialty Dept. - Cleveland, Ohio

of this invitation, a large number of visitors were present and more than 40 new members were taken in. The executive committee decided to issue another invitation to all Nurserymen in the state to join the association, since it will be almost a necessity for any Nurseryman who wishes to continue in business to belong to some trade association.

Many of the Nurserymen brought their families with them to the meeting, which was held at the Lake Ridge Island Hotel on the shore of the Indian Lake, near Russel's Point. This brought the total attendance to around 175. The meeting closed with a steamboat ride on the lake.

Harry R. O'Brien

Worthington, Ohio

### Connecticut Valley Growers Combine Stock Offerings

The following announcement has been sent to the trade, under date of August 24: To the Trade:

We, as owners of over 750 acres of Nursery Stock in the Connecticut Valley (the home of the finest Nursery stock grown) feel that you will be interested to know that we have combined our inventories with a more complete service to our trade in view.

E. D. Robinson, formerly with The Barnes Bros. Nursery Co., will represent us as our sales agent. With the resources of these well-known firms to draw from we believe he is in a position to render you a most complete service.

Mr. Robinson will call upon you soon and we at this time wish to thank you for all patronage you have given us in the past and trust that we may be favored with a share of your future requirements.

J. W. Adams Nursery Co.,  
Springfield, Mass.  
Barnes Bros. Nursery Co., Inc.,  
Yalesville, Conn.  
Bristol Nurseries, Inc.,  
Bristol, Conn.  
North-Eastern Forestry Co., Inc.,  
Cheshire, Conn.  
A. N. Pierson, Inc.,  
Cromwell, Conn.

### SOUTHWESTERN NURSERYMEN'S ASSOCIATION Mrs. Thos. B. Foster, Denton, Tex., Sec.

The sixteenth annual convention of the Southwestern Association of Nurserymen will be held at the Hilton Hotel, Marlin, Tex. September 5-7. The program follows:

#### Tuesday, September 5

Registration.  
Executive Board Meeting.  
Meeting of Credit Association of Southwestern Nurserymen.  
Pep Party at the Reisinger Floral & Nursery Co., with J. H. Patterson, host.

#### Wednesday, September 6

9:30 A. M.—Opening of Convention.  
Invocation—Rev. F. P. Goddard.  
Address of Welcome, Mayor Cecil R. Glass, Marlin.  
Response—Vice-President Gus Lingner, San Antonio, Texas.  
Announcements.  
Report of Secretary-Treasurer, Mrs. Thos. B. Foster, Denton, Texas.  
President's Address, Edward L. Baker, Fort Worth, Texas.

"Are We Working for Our Health?", Fred E. Johnston., Johnston Printing and Advertising Co., Dallas, Texas.

2:00 P. M.—Report of Nominating Committee. Election of Officers and Selection of 1934 Convention City.

Introduction of Landscape Gardening School and its Conductor, Thomas B. Foster, Landscape Architect, Denton, Texas.

"Fundamentals of Landscape Gardening," Fred W. Westcourt, Director of Rural Arts, College of Industrial Arts, Denton, Texas.

Report of Planning Committee of Trade Agreement Adopted by A. A. N.

Reports from Local Organizations.  
5:00 P. M.—Swim followed by a barbeque picnic in Marlin Municipal Park. Dancing in Sun Room of Hilton Hotel and Theatre Party.

#### Thursday, September 7

9:30 A. M.—Cooperative Association Report, W. C. Griffing, Beaumont, Tex.

## "PAINESVILLE NURSERIES"



ASIDE from a complete line of general Nursery stock in every department, we specialize in:

FIELD GROWN ROSES  
FLOWERING CHERRIES  
FLOWERING CRABS  
FLOWERING THORNS  
FLOWERING CORNUS  
AZALEAS  
DAPHNE CNEORUM  
ETC.

MAPLES—Norway and Sugar.  
SYCAMORE, ELMS, ETC.

Our production keeps abreast of popular demand.

Our products emphasize Quality.  
Our prices speak for themselves.

## The Storrs & Harrison Company

PAINESVILLE, OHIO

Reports of Arbitration Committee, Auditing Committee, Freight Rates Committee.

"The Texas Inspection Law," J. E. McDonald, State Commissioner of Agriculture, Austin, Texas.

Continuation of Landscape Gardening Course, Fred W. Westcourt.

Lunch, Hilton Hotel, Mrs. A. C. Hornbeck, Marlin, in charge of program.

2:00 P. M.—Report of Legislative Committee.

Report of Resolutions Committee.

"Texas Highway Improvement," Jack A. Gubbles, State Highway Landscape Architect, Austin, Texas.

Address by New President.

Adjournment.

Garden party for ladies at home of Mrs. B. J. Linthicum with Marlin Garden Club members as hostesses.

Dancing again in the Sun Room, Hilton Hotel, Thursday evening.

We understand that the Citrus Growers will also meet at that time.

Mr. Westcourt is a good lecturer. There will probably be some lantern slides to accompany his talks. L. W. Foster, Secretary

J. H. Nicolas, of the Research Department of Jackson & Perkins Company, Newark, New York, has been made Honorary Vice-President of the National Rose Society of England—perhaps the most powerful and active Rose Society in the world, counting over 15,000 members. It is the first time since the organization of the Society in 1875 that this distinction has been conferred on a non-British rosarian.

The Executive Committee is thus acknowledging Nicolas' new book "ROSE BREEDER'S MANUAL" which will be published by the National Rose Society for free distribution to all its members in the hope of stimulating hybridization among amateurs. This manuscript was selected in competition with others, and the Chairman of the Publications Committee says, "It seems simply crammed with information of an unusual and very useful kind and so far as I know there is nothing like it in the English language or obtainable anywhere."

## Code of Eastern Region As Amended and Adopted By The Pennsylvania Nurserymen's Association

### Eastern Region—Division of Nursery Industry

As before stated, the nursery trade of the United States having been divided into 5 regional groups, the following is the membership of the—

**EASTERN REGION**—New York, New Jersey, Ohio, Pennsylvania, Maryland, Delaware, Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, District of Columbia and West Virginia.

#### Participation

This Code has been drawn and is approved and subscribed to by a representative majority of the nursery industry in the Eastern Region, which however, imposes no unequal restrictions upon other organizations, or groups, or individual nursery concerns who may hereafter desire to subscribe to it and assume their respective share of responsibility for its enactment and operation. This Code shall apply to and govern the conduct and practices of:

1. Every nurseryman, or nursery establishment holding membership in any organization that shall formally adopt it, by the action of its regularly constituted Executive Committee, Board of Directors, or in open meeting, and such members of State organizations shall pay no additional dues, or fees beyond those paid to their State Associations.

2. Every other individual or firm that shall indicate in writing his, or its, desire to adopt the Code shall hereafter pay an annual fee, or dues, to his State Association or if not a member of his State Association, an amount equal to the State Association dues shall be paid to the Executive Committee, or to such person as the Executive Committee may qualify as the Treasurer to hold such funds. All such payments to be used strictly for the expenses incident to the carrying out of the purposes of this Code.

#### Production

A. **STATISTICS.** The Committee regards the frequent and systematic gathering and dissemination of statistical information concerning past transactions with reference to the production of its products as vital to the existence of the nursery industry. It urgently recommends the establishment of an agency for the gathering and publication of such statistics. It recommends that the signatories of any trade agreement filed under the Agricultural Adjustment Act agree to furnish such information to such agency as may be designated.

B. **COST CODE.** The cost code shall be arrived at by a discount of 20 per cent from the past season's wholesale price, as suggested by the Producers' Associations such as the Ornamental Growers' Association, Fruit Tree Growers' Association, The Rose Growers' Association, etc.

C. **CURTAILMENT OF PRODUCTION.** During the Fall of 1933 and the Spring of 1934 combined at least 25 per cent less plants be propagated and planted than the average of the yearly plantings in the Fall and Spring seasons of the years 1930-31, 1931-32, 1932-33.

#### Eastern Regional Marketing Regulations

The Emergency Committee shall at its earliest convenience conduct a survey and if deemed necessary, hold a Trade Practice Conference in order to bring into harmony, trade practice rules adopted by different divisions of the industry and thereby establish basic rules of fair trade practice for the entire industry. Believing that in many cases difficult conditions in the nursery industry are the results, direct, or indirect, of the depression, and the demoralization of industry generally, the signatories of this Code nevertheless believe, that certain practices and methods are all too prevalent in the industry and should be eliminated.

(STATISTICS). The Committee regards the frequent and systematic gathering and dissemination of statistical information concerning past transactions with reference to distribution, and marketing of its products as vital to the existence of the nursery industry. It urgently recommends the establishment of an agency for the gathering and publication of such statistics. It recommends that the signatories of any trade agreement filed under the Agricultural Adjustment Act agree to furnish such information to such agency as may be designated.

**GRADE STANDARDS.** The standards adopted by the A. A. N. at the Conventions of 1923, 1928, 1930 and 1931 are hereby adopted.

**CREDIT INFORMATION.** Some method of collecting credit information is vital to the nursery industry. It is urgently recommended that the members of the industry make use

of any established credit organization, or establish their own.

**DROPPED LINES OR SURPLUS STOCKS.** Sometimes designated as "Closeouts," or inventories which must be converted into cash to meet immediate needs, shall first be reported to the Executive Committee of the Regional Group and be disposed of, subject to the approval and with the help of the Executive Committee.

#### Classification of Purchasers of Nursery Stock

**GROWERS.** Growers are producers of nursery stock who have a land investment for the production of their stock of not less than 5 acres and whose full time is devoted during the entire year to the production and sale of such stock.

**JOBBERS.** Such as dealers, wholesalers, department stores, road side stands, landscape contractors, landscape architects who buy for re-sale, florists, seedsmen, and peddlers, who have less than 5 acres land investment for the production of nursery stock.

**CONSUMERS.** (Retail) Those who do not purchase for resale purposes including clients of landscape architects.

B. **Quantity Buyers.** Federal or State Institutions or Departments, Cemeteries, Institutions, Municipalities, Park Commissions, Building Contractors, and Shade Tree Commissions.

#### Price Differentials

Price Differentials shall be established upon the basis of a consumer's retail price, specifying discounts per each, per 10, per 100, per 1000, or per 10,000.

**THE CONSUMER OR RETAIL** base price shall be at least double the wholesale base price.

**GROWERS** will be entitled to not more than 50 per cent discount from the consumer's price.

**Jobbers** will be entitled to not more than 33 1/3 per cent discount from the consumer's price.

**QUANTITY BUYERS.** Federal or State Institutions or Departments, Cemeteries, Institutions, Municipalities, Park Commissions, Building Contractors, Shade Tree Commissions, shall be entitled to not more than 15 per cent discount from the Consumer's Price.

**Items of Marketing.**—hereinafter noted as Trade Practice Rules, shall be strictly observed as a part of the Marketing Regulations.

#### Trade Practice—Rules Of

**TERMS OF SALE.** Terms of sale shall conspicuously appear on all published price lists, special quotations, acknowledgments of orders and invoices.

Wholesale terms of sale shall not exceed 60 days net, with cash discount of 2 per cent for payment within 10 days from date of invoice and shipment, or 1 per cent thirty days. Payment shall be defined as payment by cash or current check.

Invoices covering stock shipped in late Fall or Winter months for Spring use may be dated not later than April 1st.

**Retail Terms.** Retail terms of sale shall not exceed 30 days net, nor 2 per cent as a cash discount.

**INTEREST.** Interest at the rate of six per cent per annum shall be charged on all accounts from date of maturity.

**CONSIGNMENTS.** No nurseryman shall directly, or indirectly send out, or sell, stock on consignment.

**PRICE DISCRIMINATION.** The secret payment or allowance of rebates, refunds, commissions, or unearned discounts, whether in the form of money, or otherwise, or secretly extending to certain purchasers special services or privileges not extended to all purchasers under like terms and conditions, with the intent and with the effect of injuring competition and where the effect may be to substantially lessen competition, or tend to create a monopoly, or to unreasonably restrain trade, is prohibited.

**MISREPRESENTATION.** The defamation of competitors by falsely imputing to them dishonorable conduct, inability to perform contracts, questionable credit standing, or by other false representations, or the false disparagement of the grade or quality of their goods, with the tendency and capacity to mislead or deceive purchasers or prospective purchasers and to misrepresent one's own goods in advertising or sales talk, is prohibited.

**FREE GOODS.** Goods, (meaning nursery stock), marketed at cost or at a loss for advertising purposes or to attract trade and also by the use of certain nursery stock in combination with other items or nursery stock where any of the items are offered at cost or

below for the same purpose, is an unfair trade practice and as such is prohibited.

False invoicing, mis-statement of facts or figures on bill of sale or invoice, such as incorrect sizes, past-dating or ante-dating invoices except as previously provided for, is prohibited.

**CONTRACTS — INTERFERENCE WITH.** Surreptitiously obtaining information relative to competitors' bids in the preparation of one's own bid, and to induce or attempt to induce an architect, contractor, municipality, or other purchaser, to reveal to a bidder the amounts and conditions of any bid received on a competitive job, with a view of giving the favored concern an opportunity to meet, or cut below the lowest bid, whether the favored concern was one of the original bidders or not, is prohibited by the industry.

Willfully inducing, or attempting to induce the breach of existing contracts between competitors and their customers by any false or deceptive means whatsoever, or interference with or obstructing the performance of any contractual duties, or services by any such means, with the purpose and effect of unduly hampering, injuring, or embarrassing competitors in their business, is prohibited as an unfair trade practice.

**AUCTIONS.** The sending of goods to or for public auction (except in case of liquidation of a concern) is prohibited.

**PIRACY OF DESIGNS.** No plans, specifications or designs shall be used without the consent of owner of same.

**INSTITUTIONS—PRODUCTS OF.** The trade is prohibited from handling nursery stocks, trees, shrubs, or plants, produced by any tax supported, or tax exempt, institutions or organizations, whether purchased directly or indirectly, such as state, or municipal departments, parks, consumer's nurseries and from private places [except from consumer's nurseries and private places stock in sizes over nursery grades, or new plants not obtainable in the nursery trade] as such material is not offered at market rates and tends to break down trade prices and is therefore unfair competition.

#### Hours and Wages

**THE MAXIMUM HOURS of Labor** (Nursery executives and foremen excepted) shall be an average of 45 hours per week per year.

**THE MINIMUM WAGES** for Nursery labor shall be as follows: Junior (boys 16 to 18 years of age) rate 15 cents per hour. General labor, in rural sections where town population is 5000 or less, 20 cents per hour, in suburban sections, where town population runs from 5000 to 100,000 25 cents per hour, metropolitan sections where population will run 100,000 and upwards 30 cents per hour. The understanding being that these different sections as referring to towns or cities include the trade area of same. Any question as to the unfairness of the above for any section shall be determined by the Executive Committee.

#### General

1. No provision in this Code shall be interpreted or applied in such a manner as to:

a. Promote monopolies.  
b. Permit or encourage unfair competition.  
c. Discriminate against small enterprises.

2. This Code or any of its provisions may be cancelled or modified and any approved rule issued thereunder shall be ineffective to the extent necessary to conform to any action by the President under the Agricultural Adjustment Act.

3. The National Planning Committee and the Emergency Committee of the nursery industry shall from time to time make to each Region established, or to be established under the provisions of this Code, such recommendations including amendments of the Code, as in their judgment will aid the effective administration of this Code, or may be necessary to effectuate within the nursery industry or within any Region thereof the purpose of the Agricultural Adjustment Act as administered.

4. Amendments to the Code may be proposed by any Regional Group to the Emergency Committee, or may be initiated by it; and when approved by the said Committee, shall be recommended to the National Planning Committee.

### CLASSIFIED ADVERTISING

#### NURSERY ACCESSORIES

**Nursery Tools, Leonard Full-strapped Spades, Kunde Knives and Shears, Budding Supplies. Free 80-page wholesale catalogue illustrates 600 tools. A. M. Leonard & Son, Piqua, Ohio.**

#### NURSERY STOCK

**One-quarter acre in center of town, 1000 Norway Maple up to 2 inch. etc. Both together or separately. F. G. Long, New Carlisle, Ohio.**

**1933 Crop Seeds, pre-season prices. One pound postpaid, cash: Norway Pine, \$4.99; Hemlock, \$5.22; Arborvitae, \$2.66; Balsam Fir, \$1.90. Other northern varieties. Eighth year. K. J. Braden, Gray, Maine.**

**California Privet, Lombardy Poplars, Oriental Planes, Shrubbery, Evergreens, Perennials, etc., at special prices. Westminster Nursery, Westminster, Md.**

**Tennessee Natural Peach Seed—About 7000 seeds to the bushel. (The kind that germinate). Ask for prices. Southern Nursery Co., Winchester, Tennessee.**

**Japanese Cherries and Crabs, up to 12 feet; Magnolias, Lenses and Soulanges, up to 10 feet. A. E. Wohler, Narberth, Pa.**

**Reach Nurserymen throughout the United States, at a minimum of cost, through the Classified Advertising Department. Write for rates, and other information. Forms close 8-10th for mid-month issue; 25-27th for first-of-month issue. American Nurseryman, P. O. Box 124, Rochester, N. Y.**

### WANTED

#### NURSERY SALES MANAGER

To take full charge of Landscape and Sales Department of large Nursery. Established trade. Salary and share of profits. Must have good education and proven executive ability. Address B-29, care American Nurseryman.

### Salesman Wanted

To handle a high class landscape trade in a mid-western city, by an established nursery with good reputation and an efficient landscape department. State training and experience.

Address B-28, care American Nurseryman.

### PEACH PITS

OUR PITS COMPARE FAVORABLY  
WITH THE BEST  
HOGANSVILLE NURSERIES  
Hogansville, Georgia

### Practical Nurseryman

And LANDSCAPE GARDENER, with salesman experience, for an interest. Wonderful opportunity for a good man. Nursery well located and improved. Apply at once.

Address B-30, care AMERICAN NURSERYMAN.



## Pennsylvania Nurserymen Believe Wages and Hours Should Be Included In Nurserymen's Code

The members of the Pennsylvania Nurserymen's Association met August 16 for a summer meeting at West Grove, Pa., as guests of the Conard-Pyle Co. and the Paramount Nurseries. Russell Harmon, president, presided.

Roll call showed thirty-six members present together with a number of non-members, who had been invited to attend this open meeting. We were also honored by the presence of several prominent members of the New Jersey Association, who were invited to participate in our discussions.

The morning was spent in an inspection of the Nurseries, both of which specialized in fine roses. Later throughout the day visitors were seen wearing in their coat lapels roses of brilliant and varied hues, which had attracted special attention in the course of their rambles among the roses.

At noon the party assembled at Red Rose Inn, which is on the property of The Conard-Pyle Company (a Wayside Tavern, a part of which was built in 1740, the remainder in 1820, and rather recently restored by The Conard-Pyle Company with a delightful stone terraced garden in the rear) where lunch was served.

The treasurer reported on the funds in the bank; requested that members who have not paid do so as soon as possible, and urged non-members to enroll in the association.

The following were elected to membership: Stenton Nurseries, Morse & Morse, Walter Pezanka, John W. Hershey. Mr. Humphreys reported that the special committee on Workman's Compensation rates had received word that our protest had been carefully considered and would probably be reduced considerably next year.

Mr. Humphreys also reported that the U. S. Government Commission on Uniform Laws had published their report and that when the law is adopted by the several state legislatures we would be included in the same manner as other workmen in the building trade. This bill must be passed by our state legislature and our committee will see that it is introduced at the next session.

President Harmon spoke on the necessity of strengthening the present Horticulture Laws to compel peddlers of Nursery stock, from outside of Pennsylvania, to secure the necessary license in our state.

President Harmon next introduced the subject of the code—the main topic of the session—and then turned the meeting over to Mr. Humphreys, Chairman of the Code Committee.

Mr. Humphreys spoke of his experiences in Chicago in connection with the Code Committee of the American Association of Nurserymen, said he believed we should adopt that code in so far as it went but to add materially to it and for Pennsylvania to fight for the code as worked out by the Pennsylvania committee.

The Pennsylvania code was then taken up, section by section—edited, revised and amended, and finally was adopted by a unanimous vote of the members present. The presentation of this code provoked a

great amount of discussion and many constructions were advanced and embodied.

The question of maximum hours and minimum rates of pay the association thought should be made a part of the code even though it is not ordinarily required under the Agriculture Adjustment Act and same were decided upon and voted into the code by unanimous vote. (See page — of this issue).

As all expenses so far on code work had been cared for by the Eastern Nurserymen's Association it was moved and seconded and passed that the Pennsylvania Association appropriate \$50.00 to the Eastern Association toward such expenses.

Mr. Robert Pyle spoke for the association in expressing its appreciation of the work done by Mr. Humphreys and those who had assisted him in the preparation of the code and Mr. J. F. Meehan to all the officers and committees who have worked and given their time and energy to association affairs for the benefit of the Nurserymen of Pennsylvania and urged they be given wholehearted support.

He also urged all to get behind the President of the United States in the great movement now under way as such a movement can only be successful if backed by the entire people.

There were expressions of appreciation to Conard-Pyle Co. and Paramount Nurseries for their kindness in entertaining the association, after which the meeting adjourned.

Albert F. Meehan, Secy.

Dresher, Pa.

### No. Texas Nurserymen Organize

Responding to a call issued by the Tarrant County Nurserymen's Association, of which J. B. Baker of Fort Worth is president, about 50 Nurserymen of Tarrant, Dallas, Denton, Collin, McLennan, Ellis, Grayson, Johnson and perhaps other neighboring counties met the afternoon of August 7 at Arlington, and formed the North Texas Nurserymen's Association.

The following officers were elected: President, J. B. Baker, Fort Worth; vice-president, Lige Glass, Farmersville; secretary-treasurer, J. W. Erwin, Denton.

Topics of discussion were those incident to organization of this industry under the Agricultural Adjustment Act. The code or trade agreement adopted tentatively by the A. A. N. at its Chicago meeting was approved by this meeting, subject to any amendments which may be proposed later by a planning committee representing the Southwestern region.

Complying with a motion adopted, the presidents of the North Texas and of the Southwestern Association, both of whom were present, named the following as a committee to represent the Southwest: C. C. Mayhew, Sherman, Tex.; George Verhalen, Scottsville, Tex.; J. B. Baker, Fort Worth, Tex.; J. E. Conard, Stigler, Okla.; Lee Mosty, Kerrville, Tex.; J. M. Ramsey, Austin, Tex.; W. C. Griffing, Beaumont, Tex.

Perhaps the most vital discussions were

those looking to the fixing of minimum prices on Nursery stock. A committee was authorized, to agree on a scale of minimum prices, retail and wholesale, and to report at the Southwestern convention in Marlin, Texas, Sept. 5 and 6, unless a meeting of the North Texas body is called in the meantime. This action was taken by unanimous vote, and every Nurseryman present pledged his observance of the schedule when adopted.

Mr. Baker was included on the price committee by motion. The other members named are: C. C. Mayhew, chairman; Otto Lang, Dallas; J. W. Erwin, Denton; J. M. Thompson, Waco.

There was discussion of the need for a Texas state Nurserymen's Association under the exigencies of the present time. Some felt that such a body should be made up of the several district organizations within the state, and that its business should be carried on by a few delegates from each of the smaller bodies. Upon motion by Edward Baker, who is president of the Southwestern Association, the chairman was authorized to name a committee, to report plans for a state organization, to the Texas Nurserymen who may attend the Southwestern Convention at Marlin.

O. S. Gray of Arlington announced that a meeting of pecan men would be held shortly at Arlington, preliminary to a meeting at New Orleans, representative of the entire pecan-growing territory. He understood the pecan men would consider formation of a separate pecan Nursery association.

Most of those present indicated their intention of attending the Marlin meeting.

### Comment on Nursery Code

(Continued from page 57)

some people honest and keep them honest now-a-days. As I see it, everybody must give and take even though it means a little sacrifice for some, but in the long run everyone will win. Unless something is done we might as well close up shop while we are financially sound, and at least preserve our reputations.

THE NORTH-EASTERN FORESTRY CO.  
F. S. Baker, Pres.

Cheshire, Conn.

### Why Penalize Sane Fellows?

Editor American Nurseryman:

Relative to proposed Code adopted by A. A. N., we think nearly everything is excellent but believe that a great majority of the Pacific Coast Nurserymen will not agree with 4-b. Of course this only says they "may be." Our feeling out here is that June 1st payment is a relic of the dark ages, more worthy of vaudeville "hicks" than of business men. Our state association is not disposed to go over a maximum of 60 days.

There may be some objection on No. 1 which I don't altogether favor. Why penalize those who kept their heads during the boom to safeguard those who went wild? We, for instance, kept production down, didn't add an acre and while we don't intend to expand, we equally do not feel inclined to curtail.

W. B. CLARKE & SON  
San Jose, Cal. W. B. Clarke

## WHAT ARE YOUR PRODUCTION COSTS?

That is the important thing to know

John Surtees, Ridgefield, Conn., tells of the Value of Keeping Cost Records, in an eight-page pamphlet (6x9") by that title. He covers Production and Production Costs, Overhead, Accurate Book-keeping Records of all transactions, etc., illustrating his articles with actual charts.

Send 25c for this valuable pamphlet and learn how to keep your own Cost Records.

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SAVE MONEY DIGGING YOUR NURSERY STOCK

## Use the "BRAGG'S" TREE DIGGER

Instead of the old style hand spading

Gentlemen: We take pleasure to write you that we have given your Tree Digger a fair trial, having used it for ten days in hard, dry soil. It has done its work to perfection and it is all and more than you claim for it. We have saved fully \$50 per day in labor for the time we used it.



Write Today for Literature and Price Lists

K. W. LAMBOOY, KALAMAZOO, MICH., U. S. A.

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